

## PRODUCERS' QUESTIONNAIRE

### PRODUCT FROM COUNTRY

*Return completed questionnaire to:*

#### UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than INSERT DATE**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its **countervailing duty/antidumping** review investigation concerning **PRODUCT** from **COUNTRY** (inv. No. **xxx** (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced **PRODUCT** (as defined in the instruction booklet) since **DATE OF ORDER**?

**G NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**G YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

### CERTIFICATION

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this review in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average **XX** hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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- I-3. Do you support or oppose the revocation of the **countervailing duty/antidumping duty** order currently in place for **PRODUCT** from **COUNTRY**? Please explain.

**G** Support      **G** Oppose      **G** Take no position

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**PART I.--GENERAL QUESTIONS--Continued**

I-4. Is your firm owned, in whole or in part, by any other firm?

**G** No      **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

**G** No      **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from countries other than **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from countries other than **COUNTRY** to the United States?

**G** No      **G** Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of **PRODUCT**?

**G** No      **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR** (202-205-xxxx). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title Phone No.

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of **PRODUCT** since **DATE OF ORDER** (the date on which the **countervailing duty/antidumping duty** order under review became effective)?

**G** No **G** Yes--Supply details as to the time, nature, and significance of such changes.

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II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future?

**G** No **G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 1999 and 2000.**

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

**G** No **G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART II--TRADE AND RELATED INFORMATION--Continued**

- II-5. Has your firm since **YEAR OF ORDER** (the year the **countervailing duty/antidumping duty** order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of **PRODUCT**?

**G** No      **G** Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
_____	_____	_____
_____	_____	_____

- II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- II-7. Has your firm since **YEAR OF ORDER** produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce **PRODUCT**?

**G** No      **G** Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of employment data</u>
_____	_____	_____
_____	_____	_____

- II-8. Is your firm able to switch production between **PRODUCT** and other products in response to a relative change in the price of **PRODUCT** vis-a-vis the price of other products, using the same equipment and labor?

**G** No      **G** Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from **PRODUCT**.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **PRODUCT** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in SPECIFY UNITS, value in \$1,000)</b>				
<b>Item</b>	<b>1997</b>	<b>1998</b>	<b>Jan.-Mar. 1998</b>	<b>Jan.-Mar. 1999</b>
<b>AVERAGE PRODUCTION CAPACITY</b> ( <i>quantity</i> )				
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )				
<b>PRODUCTION</b> ( <i>quantity</i> )				
<b>U.S. SHIPMENTS:</b>				
<b>Commercial shipments:</b>				
<i>Quantity</i> of commercial shipments				
<i>Value</i> of commercial shipments				
<b>Internal consumption/company transfers:</b>				
<i>Quantity</i> of internal consumption/transfers				
<i>Value</i> <sup>1</sup> of internal consumption/transfers				
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> ( <i>quantity</i> )				
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )				
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )				
<b>AVERAGE NUMBER OF PRWs</b>				
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )				
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )				
<sup>1</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997 and 1998 below:				
<sup>2</sup> Identify your principal export markets: _____				
<sup>3</sup> Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?				
<b>G</b> Yes <b>G</b> No--Please explain: _____				

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. Other than direct imports, has your firm otherwise purchased **PRODUCT** since January 1, 1997?  
(See definitions in the instruction booklet.)

**G** No

**G** Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in SPECIFY UNITS, value in \$1,000)</i>				
Item	1997	1998	Jan.-Mar. 1998	Jan.-Mar. 1999
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>				
<b>COUNTRY:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>ALL OTHER COUNTRIES:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.				
<sup>2</sup> Please list the name of the firm(s) from which your purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.				

**PART II--TRADE AND RELATED INFORMATION--Continued**

II-11. Since January 1, 1997, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **PRODUCT**?

**G** No      **G** Yes--Name firm(s): \_\_\_\_\_

II-12. Does your firm produce **PRODUCT** in a foreign trade zone (FTZ)?

**G** No      **G** Yes--Identify FTZ(s): \_\_\_\_\_

II-13. Since **DATE OF ORDER**, has your firm imported **PRODUCT**?

**G** No      **G** Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-14. Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, and employment. You may wish to compare your firm's operations before and after the imposition of the order.

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II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, or employment relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

**G** No      **G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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Product(s)	Share of sales

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. **Operations on PRODUCT.**--Report the revenue and related cost information requested below on the **PRODUCT** operations of your U.S. establishment(s).<sup>1</sup> Note that sales to related firms (including internal consumption) must be valued at fair market value and purchases from related firms must be at cost. Provide data for your two most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<b>(Quantity in SPECIFY UNITS, value in \$1,000)</b>				
<b>Item</b>	<b>19 ____</b>	<b>19 ____</b>	<b>Jan.-Mar. 1998</b>	<b>Jan.-Mar. 1999</b>
<b>Net sales quantities:<sup>2</sup></b>				
Trade (excluding company transfers)				
Company transfers				
Total net sales quantities				
<b>Net sales values:<sup>2</sup></b>				
Trade (excluding company transfers)				
Company transfers				
Total net sales values				
<b>Cost of goods sold (including company transfers):</b>				
Raw materials				
Direct labor				
Other factory costs				
Total cost of goods sold				
<b>Gross profit or (loss)</b>				
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>				
Selling expenses				
General and administrative expenses				
Total SG&A expenses				
<b>Operating income or (loss)</b>				
<b>Other income and expenses:</b>				
Interest expense				
All other expense items				
All other income items				
All other income or expenses, net				
<b>Net income or (loss) before income taxes</b>				
<b>Depreciation/amortization included above</b>				
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the shipment values reported in Part II of this questionnaire.				

**PART III.--FINANCIAL INFORMATION--Continued**

- III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on **PRODUCT**, and the values of the property, plant, and equipment used in the production of **PRODUCT**. Provide data for your two most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)				
Item	19____	19____	Jan.-Mar. 1998	Jan.-Mar. 1999
<b>Capital expenditures</b>				
<b>Research and development expenditures</b>				
<b>Property, plant, and equipment:</b>				
Original cost				
Book value				

- III-8. Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

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- III-9. Would your firm anticipate any changes in its revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

**G** No

**G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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(Quantity in SPECIFY, value in dollars)		
Period of shipment	Quantity	Value
<b>1997:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS**

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of **PRODUCT** (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.) If your firm issues price lists, please include a copy of a recent price list with your submission.

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- IV-B-2. To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** during January 1997-March 1999? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- IV-B-3. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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- IV-B-4. What are your firm's typical sales terms for its U.S.-produced **PRODUCT** (e.g., 2/10 net 30 days) \_\_\_\_\_? On what basis are your prices of domestic **PRODUCT** usually quoted (e.g., f.o.b. warehouse, or delivered) \_\_\_\_\_?

- IV-B-5. Approximately what percentage of your firm's sales of its U.S.-produced **PRODUCT** are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-6. What is the average lead time between a customer's order and the date of delivery for your firm's sales of **PRODUCT**? \_\_\_\_\_

IV-B-7. What is the approximate percentage of the total delivered cost of **PRODUCT** that is accounted for by transportation costs? \_\_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_ or purchaser \_\_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_ percent. 1,000 miles? \_\_\_\_ percent.

IV-B-8. What is the geographic market area in the United States served by your firm's **PRODUCT**? Note any changes in market area since **YEAR OF ORDER** (the year the **countervailing duty/antidumping duty** order under review became effective) and any anticipated changes for the future.

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IV-B-9. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of **PRODUCT** influenced the U.S. wholesale market price of **PRODUCT** since **YEAR OF ORDER**?

**G** No

**G** Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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IV-B-10. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced **PRODUCT** in the U.S. market since **YEAR OF ORDER**. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

- IV-B-11. Please discuss any anticipated changes in terms of the availability of U.S.-produced **PRODUCT** in the U.S. market in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- IV-B-12. Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- IV-B-13. Have there been any significant changes in the product range or marketing of **PRODUCT** since **YEAR OF ORDER**?

**G** No      **G** Yes--Please describe.

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- IV-B-14. Please discuss any anticipated changes in terms of the product range or marketing of **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-15. What other products may be substitutes for **PRODUCT**, and how frequently does such substitution occur?

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IV-B-16. Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since **YEAR OF ORDER**?

**G** No      **G** Yes--Please explain.

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IV-B-17. Describe the approximate price sensitivity of the substitutions listed above (i.e., by what percent would the current price of **PRODUCT** have to increase, all other prices remaining constant, before your customers would start to substitute the listed products for **PRODUCT**).

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IV-B-18. Please discuss any anticipated changes in terms of the substitutability of other products for **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-19. Describe the end uses of the **PRODUCT** that you manufacture.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-20. Discuss any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**.

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IV-B-21. Please discuss any anticipated changes in terms of the end uses of **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-22. How has the demand within the United States (and outside the United States, if known) for **PRODUCT** changed since **YEAR OF ORDER**? What were the principal factors affecting changes in demand?

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IV-B-23. Please discuss any anticipated changes in **PRODUCT** demand in the United States and, if known, the rest of the world, in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-24. Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets, if known.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-25. Are the U.S.-produced and imported **PRODUCT** from **COUNTRY** (**separately for and among each subject country if more than one**) generally used interchangeably (i.e., can they physically be used in the same applications)? Please comment separately for the U.S. market and other markets, if known.

**G** Yes      **G** No--Please explain, by country.

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IV-B-26. Are the U.S.-produced and NONSUBJECT imported **PRODUCT** (i.e., product imported from countries/firms not subject to this review) generally used interchangeably?

**G** Yes      **G** No--Please explain, by country.

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IV-B-27. Are NONSUBJECT imported **PRODUCT** and imported **PRODUCT** from **COUNTRY** generally used interchangeably?

**G** Yes      **G** No--Please explain, by country.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-28. Are there any differences in product characteristics or sales conditions between U.S.-produced **PRODUCT** and **PRODUCT** imported from **COUNTRY** (**separately for and among each subject country if more than one**) that are a significant factor in your firm's sales of **PRODUCT**?

**G** No

**G** Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., price, quality, availability, transportation network, product range, technical support, etc.).

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IV-B-29. Are there any differences in product characteristics or sales conditions between U.S.-produced **PRODUCT** and NONSUBJECT imported **PRODUCT** that are a significant factor in your firm's sales of **PRODUCT**?

**G** No

**G** Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

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IV-B-30. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported **PRODUCT** and imported **PRODUCT** from **COUNTRY** that are a significant factor in terms of competition among these products in the United States?

**G** No

**G** Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from **COUNTRY**.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-31. Are price differences between U.S.-produced **PRODUCT** and **PRODUCT** imported from **COUNTRY** (separately for and among each subject country if more than one) a significant factor in your firm's sales of **PRODUCT**?

**G** No

**G** Yes--Please explain and identify the countries of origin for which you are responding.

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IV-B-32. Are price differences between U.S.-produced and NONSUBJECT imported **PRODUCT** a significant factor in your firm's sales of **PRODUCT**?

**G** No

**G** Yes--Please explain and identify the countries of origin for which you are responding.

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IV-B-33. Are price differences between NONSUBJECT imported **PRODUCT** and imported **PRODUCT** from **COUNTRY** a significant factor in terms of competition among these products in the United States?

**G** No

**G** Yes--Please explain and identify the countries of origin for which you are responding.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-34. Has the availability of NONSUBJECT imported **PRODUCT** changed since **YEAR OF ORDER**?

**G** No

**G** Yes--Please explain.

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IV-B-35. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from **YEAR OF ORDER** to the present and forecasts for the future.

IV-B-36. Are your exports of **PRODUCT** subject to any tariff or non-tariff barriers to trade in other countries?

**G** No

**G** Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since **YEAR OF ORDER**, or that are expected to occur in the future.

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IV-B-37. Does your firm sell **PRODUCT** over the internet?

**G** No

**G** Yes--Please describe, noting the estimated percentage of your firm's total sales of **PRODUCT** in 1999 accounted for by internet sales.

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